

Message Text

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21

ACTION NEA-10

INFO OCT-01 EB-07 ISO-00 CIAE-00 INR-07 NSAE-00 TRSE-00

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FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 9674

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USDOC FOR CAGNE

E.O. 11652: NA

TAGS: BEXP, IR

SUBJ: MAJOR PROJECTS: CABLE CONTRACT FOR TELE-
COMMUNICATIONS OF IRAN(TCI)

REF: TEHRAN 6986

1. IN COURSE OF CONVERSATION OCTOBER 21, MANAGING DIRECTOR
MALEKEBARY OF TCI TOLD EMBOFF AND LOCAL REPRESENTATIVE OF
AEROUNTRONIC FORD THAT HE WAS LOSING PRECIOUS TIME IN THE
IMPLEMENTATION OF THIS PROJECT BECAUSE OF PLAN AND BUDGET
ORGANIZATION'S (PBO) EXTREME SLOWNESS IN GIVNIG FINAL APPROVAL
TO THE PROJECT. NOTING THAT TCI IS WELL ALONG IN ITS
NEGOTIATIONS WITH BOTH AERONUTRONIC FORD AND FORTRESS-ICAS,
A FINAL DECISION ON FINANCING AND CONTRACT SIGNATURE MUST
AWAIT FURTHER DELIBERATIONS BY PBO. HE SAID THAT THE WAS AT
A LOSS TO UNDERSTAND WHY PBO IS MOVING SO SLOWLY. HE
CONCLUDED HIS REMARKS BY SAYING THAT IF THERE IS NOT
SIGNIFICANT PROGRESS BY PBO WITHIN THE NEXT TWO WEEKS, HE
WILL PREPARE A REPORT ON THE MATTER FOR HIGHER LEVELS,
POSSIBLY FOR THE SHAH HIMSELF.

2. COMMENT: FROM EVERYTHING THAT MALEKEBARY SAID, THE
EMBASSY WOULD JUDGE THAT THE TWO ABOVE AMERICAN FIRMS WILL
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GET THIS BUSINESS ASSUMING PBO CONCURS. THE TOATL CONTRACT

WILL BE IN THE RANGE OF \$300 MILLION, WITH A GOOD POSSIBILITY
FOR ADDITIONAL BUSINESS. THE MINISTRY OF ECONOMIC AFFAIRS
AND FINANCE MUST ALSO APPROVE THE FINANCING APCKAGE. A TEAM
OF AERONUTRONIC FORD EXPERTS WHO RECENTLY VISITED TEHRAN
TOLD THE EMBASSY THAT THEY COULD DISCERN NO ROADBLOCKS
AHEAD IN THE MINISTRY BASED UPON PRELIMINARY CONVERSATIONS
WITH MINISTRY OFFICIALS. OF COURSE, THIS MINISTRY WAS
UNABLE TO ACT ON THE FINANCING PACKAGE SINCE PBO HAD NOT
YET GIVEN FINAL APPROVAL TO THE PROJECT ITSELF.
HELMS

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